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Independent Jafra Cosmetics Consultant

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Dear Sir or Madam:

I am writing this letter because I am concerned about the proposed Business Opportunity Rule R511993. I believe that in its present form, it could prevent me from continuing as a Jafra Cosmetics manager. I understand that part of the FTC's responsibilities is to protect the public from "unfair and deceptive acts or practices," yet some of the sections in the proposed rule will make it very difficult, if not impossible, for me to sell Jafra's products.

I have been a Jafra Consultant for over 12 years and have remained in my company because I felt the products were exceptional, we have a wonderful opportunity to offer, and I wanted to earn some additional income. I have had a part in helping to stave off the credit wolves as we are farmer/ranchers and sometimes the picking is thin. And there aren't many jobs where you are rewarded on a regular basis just for doing your job. Direct sales has so much to offer people. There are no glass ceilings and the only thing stopping you is yourself. Please don't put up such tremendous road blocks!

One of the most confusing and burdensome sections of the proposed rule is the seven-day waiting period to enroll consultants. Jafra's sales kit only costs \$50. People buy TVs, cars, and other items that cost much more and they do not have to wait seven days. This waiting period gives the impression that there might be something wrong with the company or the compensation plan. I also think this seven-day waiting period is unnecessary, because Jafra already has a 90% buyback policy for all products including sales kits purchased by a salesperson within the last twelve months. AND they have the right to refuse the kit package when it comes if they have changed their mind and refunded 100% of their money with no questions. Under this waiting period requirement, I will need to keep very detailed records when I first speak to someone about Jafra and will then need to send in a lot of reports to my company headquarters.

The proposed rule also calls for the release of **any** information regarding lawsuits involving misrepresentation, or unfair or deceptive practices. It does not matter if the company was found innocent. Today, anyone or any company can be sued for almost anything. It does not make sense to me that I would have to disclose these lawsuits unless Jafra is found guilty. Otherwise, Jafra and I are put at an unfair advantage even though Jafra has done **nothing** wrong.

Finally, the proposed rule requires the disclosure of a minimum of 10 prior purchasers nearest to the prospective purchaser. I am glad to provide references, but in this day of identity theft, I am very uncomfortable giving out the personal information of individuals (without their approval) to strangers. Also, giving away this information could damage the business relationship of the references who may be involved in other companies or

businesses including those of competitors. In order to get the list of the 10 prior purchasers, I will need to send the address of the prospective purchaser to Jafra headquarters and then wait for the list. I also think the following sentence required by the proposed rule will prevent many people from wanting to sign up as a salesperson - "If you buy a business opportunity from the seller, your contact information can be disclosed in the future to other buyers." People are very concerned about their privacy and identity theft. They will be reluctant to share their personal information with individuals they may have never met.

I appreciate the work that the FTC does to protect consumers, but I believe this proposed new rule has too many unintended consequences and there are less burdensome alternatives available to achieving your goals.

Thank you for your time in considering my comments.

Respectfully,

Michelle Lintvedt